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# Million Dollar Agent: Brokering The Dream



## Synopsis

Josh Flagg began working in high-end real estate immediately after graduating from Beverly Hills High in 2004. Within the first four years of his career, Josh participated in several record sales, including the highest sale in the history of Brentwood Park and the highest sales on the exclusive Roxbury, Foothill and Monovale Drives, making him one of Los Angeles' hottest agents. Flagg has participated in sales up to \$25,000,000. The best thing I have seen Josh do, was wrap an entire house in a big red bow before delivering the keys to the new owners. He is very creative, and that is why he is so successful. In Josh's mind, there are no limitations. Josh is also one of the stars of BRAVO TV's, Million Dollar Listing, returning for its fourth season February 2011. In his new book, Million Dollar Agent: Brokering the Dream, Josh writes about having travelled to more than fifty countries, his years growing up in one of the most famous cities in the world (Beverly Hills) and how to develop a successful career in high-end real estate. My funniest experience so far was when I fell into the pool of a client's house in the middle of a showing, clothes, jewelry and all! Well I couldn't let that slow me down, so I put on the owner's robe, threw on some slippers and continued the showing. The buyers sent me a pair of swim-trunks when we closed escrow. Josh Flagg

## Book Information

Paperback: 183 pages

Publisher: Polimedia LLC (March 22, 2011)

Language: English

ISBN-10: 0976861798

ISBN-13: 978-0976861799

Product Dimensions: 0.5 x 5.5 x 8.2 inches

Shipping Weight: 7.2 ounces

Average Customer Review: 3.9 out of 5 stars 81 customer reviews

Best Sellers Rank: #738,467 in Books (See Top 100 in Books) #129 in Books > Business & Money > Real Estate > Sales #642 in Books > Business & Money > Real Estate > Buying & Selling Homes #805 in Books > Business & Money > Investing > Real Estate

## Customer Reviews

Josh Flagg began working in high-end residential real estate immediately after graduating from Beverly Hills High in 2004. Within the first four years of his career, Flagg participated in several record sales, including the highest sale in the history of Brentwood Park and the highest sales on

the exclusive Roxbury, Foothill and Monovale Drives, making him one of Los Angeles' hottest agents. Flagg has participated in sales up to \$25,000,000. He currently works for Keller Williams Westside. After finishing his first book about his famous grandmother, Edith Flagg (the woman who brought polyester to the United States), Flagg decided to pen his own memoirs and write an inspirational how-to book for making it in the dog-eat-dog world of real estate.

I've been an agent/broker for 20 years but still learned a few things from this book. Perspective is a funny thing, just when you think you figured something out, something happens to change your perspective and gives a whole new meaning to the thing you thought you figured out. Josh's story has inspired me to go back and reevaluate some things I thought I figured out. Worth the read. I wanted to add this as well. I read some of the other reviews and have to say that I am surprised by how closed minded some people can be. If you have the ability to read into the stories and some of Josh's statements, you will find some gems. Also, it appears obvious that some reviewers have not actually read the book. Yes, the book is quirky and jumbled at times but it is written in the mode of how Josh talks, which, by most publishers standards is exactly how an autobiography should be written. Has anyone read Ben Franklin's autobiography, written in his original own words? If you're not fast asleep by the 5th page, you're not normal. But if you take the time to understand what the author is trying to convey, there is a wealth of information to be had. Such is the way that this book delivers. An example, I have noticed that several reviewers comment how "lucky" it is to get listings from Josh's family friends. This indicates they didn't read the book. The gem here to take away is, here's this kid, still in high school, has the balls to get a license in a business he knows nothing about, then gets a multi-million dollar listing cold call door knocking! I can say that from my 20 years experience, there are not 1% of real estate agents that can say that NOR would they even do that, they have too much fear. Way to go Josh, keep it up, the rest of them can shut up.

I always thought Josh was a hilarious Million Dollar Agent, so I had to read his book. Overall, it was a pretty boring read as you learn how spoiled he is due to the family money, brags about all of the buildings his family owns throughout Los Angeles, and talks about being gay and his infatuation with his grand mother. All of this is fine, but what made his personality on Million Dollar Agents, which is why anyone cared to buy his book, was his charm and ability to close this multimillion dollar deals. I was expecting more about his business, clients and his philosophy on real estate as opposed to other nonsense about his family and his feeble attempt to explain what a hard upbringing he had in Beverly Hills as a gay Jewish man in the 21st century which is not a big deal

anyone living in California.

At 25, Josh Flagg wrote his biography. If it weren't for Million Dollar Listing LA, few of us would know about him but he has lead an interesting life so far. His grandmother, Edith was amazing. Josh learned a lot from her and it shows. The only problem I had with this book was that it must have been edited by monkeys. I have NEVER seen more poor punctuation, hideous sentence structure, misspelled words, repeated paragraphs and a general lack of editing than is in this book.

TERRIBLE, especially because Josh is someone who prides himself on the finer things in life and attention to detail. NO ONE paid attention to detail in this book. Josh is real estate agent not a writer but he could of gotten better editors than the pack of monkeys who worked on this book. It really detracts from the content and makes it appear that the person writing either didn't care or didn't have the education to care.....sad.

I don't rarely do reviews and I hardly every read books. I bought the Kindle version of this book last night and finished reading it this morning. For me to read a book in less than 48 hours is amazing! I think I read it so quick because I am a fan of the show and touches on a bunch of interests of mine, how people got rich, money, young entrepreneurs, and expensive real estate. I was expecting that considering he is on a TV show and kind of has to watch what he says because of that, this read would be kind of dull and boring and leave a lot to the imagination. What turns out is just the opposite. Josh touches on everything in his life, all the way from a memory when he was 3 years old (who has memories that early?!), goes over his educational career, hits on history of the area, his personal life, his family life, his professional life, and all throughout he has anecdotes that keeps the reading light and easy. Definitely a great read and gives a number of stories and history that could be used as great conversation starters.

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